

Message Text

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47

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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P R 131317Z MAY 75
FM AMEMBASSY KUWAIT
TO ALEXANDER LENGYEL PRIORITY
GENERAL ELECTRIC CO.
3198 CHESTNUT STREET
PHILADELPHIA PA
INFO SECSTATE WASHDC 2969
USDOC WASHDC

UNCLAS KUWAIT 2036

E.O. 11652: N/A

TAGS: BGEN KU

SUBJECT: INTEREST IN LICENSING ARRANGEMENT WITH GE ON HOUSING

1. EMBOFF SPOKE MAY 12 WITH KHALED AL-ISSA, FORMER KUWAIT MINISTER OF PUBLIC WORKS, AND CHAIRMAN OF SEVERAL IMPORTANT KUWAITI COMPANIES. AL-ISSA ASKED EMBOFF IF HE HAD ANY LEADS FOR COMPANIES FROM WHOM HIS NEWLY FORMED INDUSTRIAL HOUSING AND REAL ESTATE COMPANY COULD SEEK LICENSING OR JOINT-VENTURE ARRANGEMENT. AL-ISSA COMPLAINED MOST US COMPANIES THIS FIELD HAD SYSTEMS UTILIZING BUILDING MATERIALS UNSUITABLE FOR CONDITIONS AND STYLE OF MID EAST. EMBOFF TOLD HIM GE HAD SYSTEM UTILIZING CONCRETE BUT THAT IT GENERALLY ONLY SUITABLE FOR ONE STORY. AL-ISSA EXPRESSED CONSIDERABLE INTEREST AND SAID HE LEAVING TOMORROW FOR LONDON BUT WOULD BE WILLING STOP IN PHILADELPHIA IF GE INTERESTED. AL-ISSA AWARE GE REPRESENTED IN MOST CASES BY AL-RASHED FAMILY. HOWEVER, WE SEE NO CONFLICT IN THIS SINCE WE ASSUME AL-RASHED CAN RECEIVE COMMISSION REGARDLESS WHO BUYS SYSTEM HERE.

2. COMPANY IS CALLED THE INDUSTRIAL AND REAL ESTATE CO. IT CAPITALIZED AT KD3 MILLION (KD 1 EQUALS \$3.45) AND WAS ONLY OFFICIALLY FORMED TWO MONTHS AGO. BESIDES AL-ISSA COMPANIES FOUNDERS INCLUDE KUWAIT FOREIGN TRADING, CONTRACTING, AND INVESTMENT
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CO., IMPORTANT INVESTMENT COMPANY WHICH 80 PERCENT GOVERNMENT

OWNED; KUWAIT INTERNATIONAL INVESTMENT CO. LARGE PRIVATE
INVESTMENT COMPANY; AND FIFTY OTHER BUSINESSMEN. ALONG WITH
PREFABRICATED BUILDINGS CO. COMPANY CAN
PROBABLY EXPECT TO RECEIVE LARGE GOVERNMENT CONTRACTS HERE
AND GOVERNMENT SUPPORT IN COUNTRIES TO WHICH KUWAIT GIVES AID
SUCH AS
EGYPT AND SUDAN.

3. REQUEST YOU TELEX EMBOFF TED KATTOUF AT 2039 HILTELSKT
THROUGH KUWAIT HILTON IN NEXT 16 HOURS WHETHER GE HOUSING
SYSTEMS INTRESTED ENOUGH TO WARRANT ISSA TRIP TO U.S.
MAU

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975KUWAIT02036
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750167-0586
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750558/aaaacago.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 17 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 JUL 2003 by maginmm>; APPROVED <13 FEB 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: INTEREST IN LICENSING ARRANGEMENT WITH GE ON HOUSING
TAGS: BGEN, KU
To: n/a
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006